

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

December 20, 1996

RJR Account #396640
Mr. D. Spencer
MANCHESTER TOBACCO

FEBRUARY DORAL B2G1F / PROMOTION #700046

Dear Dave:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as 195 skus of B2G1F sleeves (Item #520844) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-23883	13	12300-16612	3
Light 100	12300-23881	13	12300-15212	3

Product / Premium Arrival:

January 20, 1997

Ship Date to Retail:

Week of: January 27, 1997

SKU CUBE:

1.3600

SKU WT (w/o Product):

4.0000 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Savings Cartons

EFT \$ Amount:

\$5,485.29

Non-EFT \$ Amount:

\$N/A

51861 7809

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

**SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE
ATTACHED CUSTOMER LIST
SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'**

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$350.00 (12.5 (12M) case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: H. Battle

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-FEBDOR.DOC

51861 7810

WHOLESALE PACKING INSTRUCTIONS

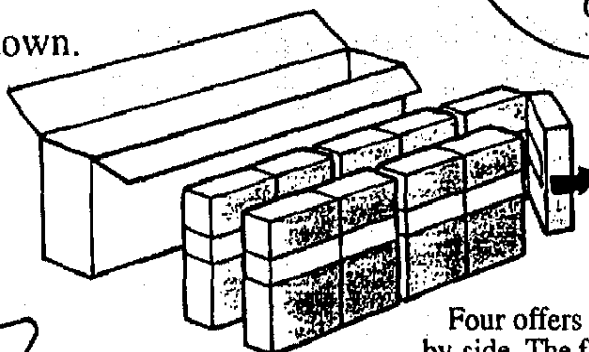
VALUE ADDED PROMOTIONS - 1ST QTR.'97

February / March DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

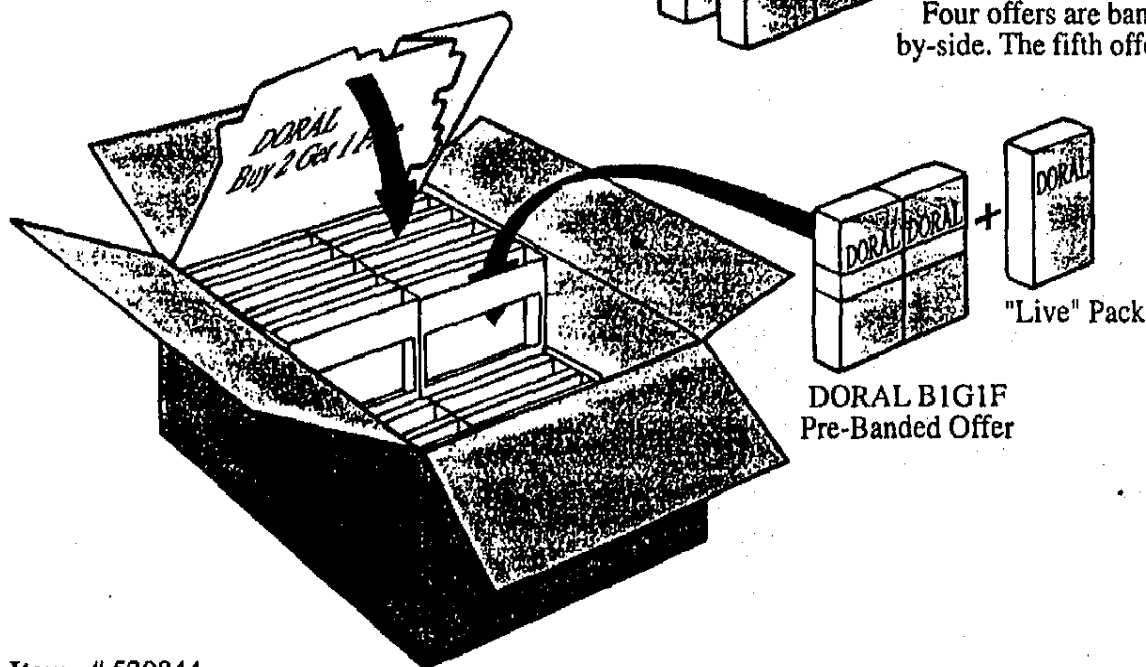
STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve (each case contains 20 sleeves).
3. Add 1 "live" DORAL pack of same brand style to each sleeve.
4. Fold display header card down.
5. Close the case.
6. Ship to retailer.

Each white carton contains 5 Pre-banded 2 Pack "Buy-One-Get-One-Free" DORAL Offers.



Four offers are banded side-by-side. The fifth offer folds out.



Item: # 520844

Description: DORAL B2G1F Sleeve Kit

Brand Style	FF Kg B1G1F	LT 100 B1G1F	X	FF Kg LIVE	LT 100 LIVE	
Number of Cartons	2	2	X	1	1	

51861 7811

WHOLESALE : 396640 MANCHESTER TOBACCO, INC. <DIRECT>
 TEMPLATE : 700046 70200 DOR FEB B2G1F
 TEMPLATE SEQ : 0002
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
163803	163821	104064	HIGH STREET MARKET	HIGH ST	KEENE	NH	03431	2			340820	(603)352-1898
163806	163826	105039	106 BEANSTALK	RT 106	LOUDON	NH	03301	2				(603)783-4305
163801	163827	105193	KELLEY'S #308	MAIN ST	WOODSVILLE	NH	03785	2		1610-0100	135338	(603)747-2885
163801	163827	105257	PORFIDOES MARKET	95 MAIN ST	LITTLETON	NH	03561	2			130632	(603)444-6771
163806	163826	497498	GUS'S COUNTRY STORE	ROUTE 106	BELMONT	NH	03220	2			653318	(603)267-7590
163808	163824	557240	HOOKSETT EXXON SHOP	1093 HOOKSETT RD	HOOKSETT	NH	03106	2		5474-0000	163424	(603)625-9956
163808		683417	EDDY ROAD STAR MART	245 EDDY ST	MANCHESTER	NH	03102	2				(603)668-4603
163805	163823	701000	HIWAY SUPERETTE	91 W BROADWAY	DERRY	NH	03038	2			641001	(603)434-0219
163808		719677	JT&B TEXACO	696 MAST RD	MANCHESTER	NH	03102	1				(603)647-2809
163807	163824	730589	SANDYS VARIETY	2281 CANDIA RD	MANCHESTER	NH	03109	2			229740	(603)669-8382
112208	112225	225118	WAGON WHEEL CONV.	ROUTE 11	FARMINGTON	NH	03835	10			918441	(603)755-4449
112206	112220	408128	CENTER STREET TEXAC	ROUTE 101	RAYMOND	NH	03077	10			524488	(603)895-0339
112204	112227	524829	VASHAW'S VARIETY	302 MAIN ST	GORHAM	NH	03581	10			180169	(603)466-5008
112204	112227	579113	DISC BEV & CIGARETT	ROUTE 302	NORTH CONWAY	NH	03860	10				(603)356-8844
112206	112220	755927	SUDS N SODA	365 PORTSMOUTH AV	GREENLAND	NH	03840	1				(603)431-9823
163805	163823	717460	THIRTY PINES TEXACO	2 ASHLIGH DRIVE	DERRY	NH	03038	2			724698	(603)425-0705
163805	163823	327760	FREEDOM FUEL	128 W BROADWAY	DERRY	NH	03038	2			645085	(603)434-3838
163805	163823	755690	DIAL MART	TINKHAM ST	DERRY	NH	03038	2				(603)434-8509
163805	163823	465963	MIKES GROCERY & DEL	16 N MAIN ST	DERRY	NH	03038	4				(603)432-2861
163805	163820	103053	TURNERS VARIETY	38 CROSS ST	SALEM	NH	03079	1			642017	(603)898-7962
163805	163823	543932	NO LONDONDERRY EXXO	RT 28	LONDONDERRY	NH	03053	2		5474-0000	644059	(603)432-0036
163805	163820	307460	ONE STOP MOBIL	134 N BROADWAY	SALEM	NH	03079	2			641528	(603)893-8074
163805	163823	450283	HILLTOP FOOD & DELI	33 INDIAN ROCK RD	WINDHAM	NH	03087	2				(603)434-4686
163806	163826	453224	SPEEDWAY CON.	ROUTE 106	LOUDON	NH	03301	2			857169	(603)783-0312
163806	163826	695820	AIRPORT COUNTRY STO	63 GILFORD EAST D	GILFORD	NH	03246	2				(603)524-2232
163806	163826	104868	WAYSIDE GROCERY	RTE 28 & 11	ALTON	NH	03809	2			632304	(603)875-2861
163806	163826	604756	GUS COUNTRY STORE	ROUTE 3	TILTON	NH	03276	2			655328	(603)524-3916
163806	163826	103219	HENNIKER PHARMACY	PROCTOR SQUARE	HENNIKER	NH	03242	2				(603)428-3456
163806	163826	562240	HOMETOWNE MARKET	43 S MAIN ST	PENACOOK	NH	03303	2			443450	(603)753-9891
163806	163826	703109	CAREY'S MARKET	63 N MAIN ST	BOSCAWEN	NH	03303	2			325589	(603)753-4435
163806	163826	576289	BOSCO BELL STORE	ROUTE 28	BARNSTEAD	NH	03218	2			635509	(603)435-8501
163806	163826	104875	MOUNTAIN'S GEN.STOR	MAIN ST	CTR BARNSTEAD	NH	03225	2			631381	(603)269-7031
163807	163822	481791	BROAD STREET EXXON	103-105 BROAD STR	NASHUA	NH	03060	2		5474-0000	435513	(603)883-2048
163807	163823	755636	CARON & SONS MOBIL	468 DANIEL WEBSTE	MERRIMACK	NH	03054	2			105629	(603)424-5227
163807	163823	461399	MERRIMACK GETTY	605 D.W. HIGHWAY	MERRIMACK	NH	03054	2			166578	(603)424-5542
163807	163823	479524	SOUTH MAPLE VARIETY	93 S MAPLE ST	MANCHESTER	NH	03103	2				(603)625-4923
163807	163823	688630	ROBO'S VARIETY	912 SOMERVILLE ST	MANCHESTER	NH	03103	2				(603)624-1771
163807	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	03103	5			711342	(603)668-6188
163807	163823	601065	ROSEBUDS MARKET	304 MERRIMACK ST	MANCHESTER	NH	03103	2			743616	(603)647-4955
163808	163824	712596	ANTHONY'S SOUTH ELM	37 ELM ST	MANCHESTER	NH	03101	3				(603)622-5800
163808	163824	714926	CROSSTOWN VTY	270 AMORY ST	MANCHESTER	NH	03102	5			815581	(603)668-4100
163808	163826	597069	CAPITAL FARMS	3 BROADWAY	CONCORD	NH	03301	2			425591	(603)224-9859

WHOLESALE : 396640 MANCHESTER TOBACCO, INC. <DIRECT>
 TEMPLATE : 700046 70200 DOR FEB B2G1F
 TEMPLATE SEQ : 0002
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
163808	163824	754850	PAAD'S MOBIL STATIO	705 DW HIGHWAY	MANCHESTER	NH	03104	2				(603)669-8695
163808	163824	720822	FOOD BASKET	72A WASHINGTON ST	CONCORD	NH	03303	2				(603)225-2242
163808	163824	964646	CANDIA GETTY	ROUTE 101	CANDIA	NH	03034	2			845582	(603)483-8945
163808	163826	198514	TONYS KORNER KUBBAR	394 N STATE ST	CONCORD	NH	03301	2			322095	(603)228-8774
163808	163824	697362	BRIDGE ST FOOD MART	24 LOUDON RD	CONCORD	NH	03301	2				(603)224-9261
163808	163824	317519	VEANOS CON. STORE	146 LOUDON RD	CONCORD	NH	03301	2			442279	(603)224-8190
163808	163824	302680	RIVERSIDE EYXON	36 W RIVER RD	HOOKSETT	NH	03106	2		5474-0000		(603)668-0039
163808	163824	458290	ACADEMY FRUIT	266 BRIDGE ST	MANCHESTER	NH	03104	2			225334	(603)668-1251
163808	163824	716330	WEST SIDE EXPRESS M	725 2ND ST	MANCHESTER	NH	03102	5			836005	(603)625-4969
163808	163824	090460	JOHNNY'S TIRE & BAT	680 N MAST RD	GOFFSTOWN	NH	03045	2		5474-0000	261051	(603)668-1325
163808	163824	487016	HARVEST FARM MARKET	995 GOFFSTOWN RD	MANCHESTER	NH	03102	2			823469	(603)627-8525
163808	163824	649097	JON-O'S MARKET	600 FRONT ST	MANCHESTER	NH	03102	2			223622	(603)668-1500
163808	163824	104371	AMOSKEAG MARKET	275 FRONT ST	MANCHESTER	NH	03102	2			622779	(603)668-6415
163808	163824	712480	UNCLE BOB'S	435 KELLEY ST	MANCHESTER	NH	03102	2				(603)623-0521
163808	163824	104345	SAINDON'S MARKET	250 DUBUQUE ST	MANCHESTER	NH	03102	2				(603)668-0606
163808	163824	103187	BUNNYS SUPERETTE	75 WEBSTER ST	MANCHESTER	NH	03104	2				(603)622-5080
112204	112227	550908	BOTTLE KEG	CONWAY MARKET PLA	CONWAY	NH	03818	1			170481	(603)447-3353
112204	112227	483098	RON'S VARIETY	737 MAIN ST	BERLIN	NH	03570	2				(603)752-1908
112204	112227	105175	DUPUIS COUNTRY STOR	ROUTE 3	GROVETON	NH	03582	3			160416	(603)636-1462
112204	112227	347943	OLD CORNER STORE	MAIN STREET	JEFFERSON	NH	03583	1			130784	(603)586-7722
112206	112220	708038	ROSES COUNTRY STORE	ROUTE 125	EPPING	NH	03042	2			524471	(603)679-1967
112206	112220	481941	SHORT STOP	968 MIDDLE RD	PORTSMOUTH	NH	03801	1			559714	(603)431-3401
112206	112220	104687	CABOT ST GROCERY	125 CABOT ST	PORTSMOUTH	NH	03801	3			540302	(603)436-0028
112206	112220	696186	SEACOAST SUBS N SOD	517 MIDDLE ST	PORTSMOUTH	NH	03801	1				(603)436-2900
112206	112220	104695	STOP & GO #705	1350 WOODBURY AVE	PORTSMOUTH	NH	03801	2			831947	(603)436-7811
112206	112220	104662	PATRIOT'S CORNER GR	29 OCEAN BLVD	HAMPTON	NH	03842	2			947137	(603)926-7087
112206	112220	754915	THE LIGHTHOUSE	369 OCEAN BLVD	HAMPTON	NH	03842	1				(603)926-4951
112208	112220	692094	DOVER POINT VARIETY	79 DOVER POINT RD	DOVER	NH	03820	2			937648	(603)749-0035
112208	112220	755751	JJ'S MINI MART	220 ROUTE #16	SOMERSWORTH	NH	03878	1			531046	(603)749-9546
112208	112225	755495	STOP & GO #710	158 N MAIN ST	ROCHESTER	NH	03867	1			821958	(603)332-0773
112208	112225	582294	TEN ROD ROAD GETTY	TEN ROD ROAD	ROCHESTER	NH	03867	1			924682	(603)332-3301
112208	112225	755159	THE CORNER STORE	CENTER AND MAIN S	WOLFEBORO	NH	03894	1				(603)569-1835
112208	112225	104856	MAX'S COUNTRY STORE	RT 16-B	UNION	NH	03887	3			918490	(603)473-2050
112208	112225	601072	POOR THOM'S BEVERAG	ROUTE 125	BARRINGTON	NH	03825	1			927175	(603)664-2599
113105	113121	703566	BROOKFIELD AMOCO	177 FEDERAL RD	BROOKFIELD	CT	06804	1				(203)740-9200
163801		105192	NORTHROPS INC	275 MAIN ST	LISBON	NH	03585	2			135176	(603)838-2842
163801	163826	643734	DICKS MOBIL	MAIN STREET	LINCOLN	NH	03251	2			150460	(603)745-3572
163802	163822	688415	CONVENIENCE 101	362 GIBBONS HWY	WILTON	NH	03086	2			935591	(603)654-6488
163802	163822	484497	BIG JOHN'S COUNTRY	92 UNION ST	MILFORD	NH	03055	2			435510	(603)672-6733

PAGE BREAK TOTAL ACCOUNTS 81 TOTAL QUANTITY 195

TEMPLATE TOTAL ACCOUNTS 81 TOTAL QUANTITY 195

***** END OF REPORT FOR PROMOTION 700046 *****

01/29/97

ACCOUNT NUMBER: 396640 MANCHESTER TOBACCO
VOUCHER NUMBER: 15341680 64 GRANITE ST
DATE WRITTEN: 01/29/97 MANCHESTER , NH 3101
STATUS: PAID
AMOUNT PAID: 350.00 , SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	12.50	350.00

EXPLANATION: DOR B2G1F 700046 / HB

51861 7814